

Message Text

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43

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 L-03 FAA-00 SCI-06 MC-02 CIEP-02

COME-00 OMB-01 DOTE-00 CAB-09 CIAE-00 DODE-00 INR-10

NSAE-00 RSC-01 SS-20 NSC-10 PM-07 SAJ-01 DRC-01 /110 W

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TO SECSTATE WASHDC 3051

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E.O. 11652: N/A

TAGS: ECON, ETRN, UR, US

SUBJECT: PROPOSED DRAFT AGREEMENT ON COOPERATION

DEPT PASS FAA

REF: A. STATE 203598 B. MOSCOW 12732

1. COMPANY REP C.S. ISELIN HAS INFORMED EMB THAT RAYTHEON HAS NOW AGREED JOIN IBM IN PRESENTATION SINGLE AIR TRAFFIC CONTROL PROPOSAL TO SOVIET MINISTRY CIVIL AVIATION. ON OCT 18 ISELIN INTENDS DELIVER LETTER TO THIS EFFECT DATED OCT 12 SIGNED BY RAYTHEON VICE PRESIDENT HAROLD . HART TO DEPUTY DIRECTOR ANODINA OF CIVIL AVIATION MINISTRY' SCIENCE AND TECHNOLOGY DEPT.

2. ACCORDING TO ISELIN, ALTHOUGH APPEARING AS PRIME CONTRACTOR ON PROPOSAL, IBM WOULD ACTUALLY SUPPLY ABOUT 23 PERCENT OF HARDWARE WITH RAYTHEON ASSEMBLING BALANCE OF PACKAGE (INCLUDING UNIVAC COMPONENTS). HART LETTER NOTES: "UNDER OVERALL IBM MANAGEMENT, RAYTHEON HAS AGREED ACCEPT RESPONSIBILITY FOR EN ROUTE RADAR AND DISPLAY SUBSYSTEMS AS WELL AS RADAR REMOTING SYSTEM.....ALSO, RAYTHEON WOULD PLAY MAJOR

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ROLE IN INSTALLATION AND CHECKOUT OF THE OVERALL

SYSTEM IN RUSSIA....WE HAVE AGREED TO PLACE OURSELVES
UNDER IBM'S DIRECTION ONLY BECAUSE WE BELIEVE THIS
ACTION LEADS TO THE MOST RESPONSIVE AND EFFECTIVE WAY
TO MEET YOUR REQUIREMENTS QUICKLY AND WITH ASSURED
SUCCESS." LETTER CONCLUDES: "WE LOOK WITH
ENTHUSIASM TOWARD EARLY DISCUSSIONS OF HOW RAYTHEON'S
EQUIPMENT AND EXPERIENCE AND THAT OF THE OTHER TEAM
MEMBERS, ALL DEVELOPED IN WORKING WITH THE FAA, WILL
BEST SATISFY YOUR ATC PROBLEMS."

3. ISELIN CONFIRMS JENNETTE STATEMENT (REF B) THAT
FINAL AGREEMENT IS BEING WORKED OUT BETWEEN IBM,
RAYTHEON AND UNIVAC IN WASHINGTON THIS WEEK.
DUBS

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